Completed Medium to Large Deals- Attraction: Average Wage Economic Development



KPI Owner: Rebecca Fleischaker Process: Business Attraction

Baseline, Goal, & Benchmark	Source Summary	Continuous Improvement Summary
Baseline: TBD	Data Source: SalesForce	Plan-Do-Check-Act Step 1: Define the problem
Goal: TBD		Measurement Method: Average wage of company reported data
	Goal Source: TBD	
		Why Measure: Higher wages improve local economy and quality of life;
		aligns with Metro Goal # 9
	Benchmark Source: TBD	Next Improvement Step: Increase average wage of attracted businesses
Benchmark: TBD		

Apr2010-Mar2015	Apr2010-Mar2015
5 Year Goal	5 Year Actual
TBD	170,755
Dollars	Dollars



How Are \	We Doing?	
	Jan2015-Mar2015	Jan2015-Mar2015
	Goal	Actual
	TBD	88,125
	Dollars	Dollars



Completed Medium to Large Deals- Attraction: Average Wage Good 100000 -80000 **Dollars** 60000 40000 20000 Apr2005 Jan2006 Oct2006 Jul2007 Apr2008 Jan2009 Oct2009 Jul2010 Apr2011 Jan2012 Oct2012 Jul2013 Apr2014 Jan2015 Jun2005 Mar2006 Dec2006 Sep2007 Jun2008 Mar2009 Dec2009 Sep2010 Jun2011 Mar2012 Dec2012 Sep2013 Jun2014 Mar2015 **→** Data — — Median —— Goal —— Benchmark

The seven basic quality tools, "5 Whys" technique, brainstorming and other methods will be applied to the measure graphed above. The purpose of using the tools/methods is to understand what makes performance less than desirable if performance is not best in class.

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